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**ANNUAL AUDITED REPORT FORM X-17A-5** PART III

OMB APPROVAL

OMB Number: 3235-0123 February 28, 2010 Expires: Estimated average burden hours per response..... 12.00

SEC FILE NUMBER

Office of Compliance Inspection	PART II	1	8-34954
Information Required	FACING PACING PA	lers Pursuant to S	
REPORT FOR THE PERIOD BEGINNIN		AND ENDING	G07/31/08
	MM/DD/YY		MM/DD/YY
A. R	EGISTRANT IDENT	TIFICATION	
NAME OF BROKER-DEALER: THO	H. N KON	! : ASSOCIATI	S/In OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF E	SUSINESS: (Do not use P	O. Box No.)	FIRM I.D. NO.
4775	5 Wallingford S	treet	<u> </u>
	(No. and Street	1)	
Pittsburgh	PA		15213-1711
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF Thomas M. Nixon	PERSON TO CONTACT	IN REGARD TO THE	S REPORT 412-621-6600
			(Area Code – Telephone Number)
B. A0	CCOUNTANT IDENT	FIFICATION	
INDEPENDENT PUBLIC ACCOUNTAN	•	•	
Bear	d Miller Compa	ny, LLP	
	(Name + if individual, state	last, first, middle name)	
500 Warner Centre, 33	32 Fifth Ave.,	Pittsburgh, l	PA 15222
(Address)	(City)	(Sta	
CHECK ONE:		a	PROCESSED
Certified Public Accountant		わ	NOV 04 2008
☐ Public Accountant			THOMSON DEUTER
☐ Accountant not resident in U	United States or any of its	possessions.	THOMSON REUTERS
	FOR OFFICIAL US	E ONLY	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

> Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)



#### OATH OR AFFIRMATION

Ι,	Thomas	М.	Nixon					swear (or affirm) tha	at, to the best of
my	y knowledge ar	ıd bel	ief the acco	mpanying	financial s	statement a	and supporting sched	dules pertaining to the	e firm of
	Thomas	Μ.	Nixon	& Asso	ciate	s. Inc			, as
of			July	31				rrect. I further swear	
ne	ither the comp	any n	or any part	ner, propri				proprietary interest i	
	ssified solely	-	- •		•	•	•		•
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	NO	YTARI	AL SEAL				Thea	ident	
	Teresa H	Casser	ly, Notary P Allegheny C	omty		_		Title	
٨	My commiss	ion ex	pipes May	15, 2011					
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Th	is report ** co:	ntains	(check all	applicable	boxes):				
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図	(c) Statemen								
Ш	(d) Statemen								
(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.									
(f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.									
K	(g) Computa								
							Pursuant to Rule 1:		
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Ķ	•							Capital Under Rule 1	15c3-1 and the
_							ents Under Exhibit A		
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_	consolida								
떴	(I) An Oath	or Aff	irmation.						
	(m) A copy of								_
L	(n) A report d	escrit	oing any ma	terial inade	quacies fo	und to exis	st or found to have ex	isted since the date of	the previous audit.

<sup>\*\*</sup> For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



# THOMAS M. NIXON & ASSOCIATES, INC. FINANCIAL STATEMENTS JULY 31, 2008

THOMAS M. NIXON & ASSOCIATES, INC.
FINANCIAL STATEMENTS
JULY 31, 2008

#### FINANCIAL STATEMENTS

#### THOMAS M. NIXON & ASSOCIATES, INC.

July 31, 2008

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#### INDEPENDENT AUDITORS' REPORT

To the Stockholder Thomas M. Nixon & Associates, Inc. Pittsburgh, Pennsylvania

We have audited the accompanying statement of financial condition of Thomas M. Nixon & Associates, Inc. as of July 31, 2008 and the related statements of loss, changes in stockholder's equity and cash flows for the year then ended that you are filing pursuant to Rule 17a-5 under The Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Thomas M. Nixon & Associates, Inc. as of July 31, 2008 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in the supplementary schedules is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of The Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Beard Miller Company LLP

Beard Miller Company LLP Pittsburgh, Pennsylvania September 29, 2008

#### STATEMENT OF FINANCIAL CONDITION

THOMAS M. NIXON & ASSOCIATES, INC.

July 31, 2008

#### **ASSETS**

Current Assets	
Cash – checking	\$ 3,135
Cash – money market	96,643
Commissions receivable	3,731
Prepaid expenses	821
Note receivable	19,500
Deferred income taxes	5,717
Total current assets	129,547
Property and Equipment	
Equipment	33,061
Furniture and fixtures	21,237
Automobile	14,742
•	69,040
Less: Accumulated depreciation	<u>61,880</u>
	7,160
Other Assets	
Membership deposit	1,800
Total Assets	<u>\$ 138,507</u>

#### STATEMENT OF FINANCIAL CONDITION

THOMAS M. NIXON & ASSOCIATES, INC.

July 31, 2008

#### LIABILITIES AND STOCKHOLDER'S EQUITY

Current Liabilities	
Accounts payable	\$ 5,198
Accrued payroll taxes and other liabilities	<u>74,285</u>
Total current liabilities	79,483
Stockholder's Equity	
Common stock – par value \$1 per share, 1,000 shares authorized, 601 shares	
issued of which 1 is held in treasury	601
Additional paid-in capital	68,366
Retained deficit	(8,331)
	60,636
Less: Treasury stock, at cost	<u> 1,612</u>
Total stockholder's equity	59,024
Total Liabilities and Stockholder's Equity	<u>\$ 138,507</u>

#### STATEMENT OF LOSS

#### THOMAS M. NIXON & ASSOCIATES, INC.

Year Ended July 31, 2008

\$ 1,078,129
4,977
35,000
1,118,106
1,110,100
742,533
496,938
490,930
1,239,471
(121,365)
7.255
7,355
38,054
<u>45,409</u>
\$ (75.956)

## THOMAS M. NIXON & ASSOCIATES, INC. Year Ended July 31, 2008 **COMMON STOCK** 601 Balance at August 1, 2007 and July 31, 2008 ADDITIONAL PAID-IN CAPITAL Balance at August 1, 2007 and July 31, 2008 68,366 **RETAINED EARNINGS (DEFICIT)** Balance at beginning of year 67,625 (75,956) Net loss for the year ended July 31, 2008 Balance at end of year (8,331) TREASURY STOCK Balance at August 1, 2007 and July 31, 2008 1,612

STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY

#### Year Ended July 31, 2008 CASH FLOWS FROM OPERATING ACTIVITIES Net loss \$ (75,956) Adjustments to reconcile net loss to net cash provided by operating activities: Depreciation 2,685 Deferred income taxes (38,054)Increase (decrease) in cash due to changes in assets and liabilities: Commissions receivable 146,276 Accounts payable 497 Accrued commissions (19,341)Accrued payroll taxes and other liabilities 7,344 Net Cash From Operating Activities 23,451 CASH FLOWS FROM FINANCING ACTIVITIES Purchases of property and equipment (5,092)Net Cash Used By Financing Activities (5,092)Net Change in Cash and Cash Equivalents 18,359 Cash and cash equivalents at beginning of year 81,419 Cash and Cash Equivalents at End of Year \$ 99,778

#### SUPPLEMENTAL DISCLOSURES

STATEMENT OF CASH FLOWS

THOMAS M. NIXON & ASSOCIATES, INC.

Cash payments for: Income taxes

**\$**\_\_\_\_

#### NOTES TO FINANCIAL STATEMENTS

THOMAS M. NIXON & ASSOCIATES, INC.

Year Ended July 31, 2008

#### **NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES**

Nature of Operations: Thomas M. Nixon & Associates, Inc. (The Company) is incorporated under the laws of the Commonwealth of Pennsylvania and acts as a broker-dealer in connection with the offer and sale of securities, and engages in investment activities. The Company primarily services customers located in Western Pennsylvania. The Company is registered in Arizona, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Nebraska, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, and West Virginia. The Company executes investment transactions at the direction and on behalf of its customers. The securities are cleared and commissions are earned through a third-party and remitted to the Company. All securities are delivered versus payment to the client's safekeeping agent. The Company is a member and is subject to examination and supervision by the Financial Industry Regulator Authority (FINRA) and the Securities and Exchange Commission.

Use of Estimates: The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

**Revenue and Cost Recognition:** The Company uses the accrual method of accounting. Revenue is primarily from commissions from the sale of securities and is recognized as earned. Selling, and general and administrative costs are charged to expense as incurred.

In July 2007, FINRA was created through the consolidation of the National Association of Securities Dealers (NASD) and the member regulation, enforcement and arbitration functions of the New York Stock Exchange. As a result of the consolidation, the Company received a special member payment of \$35,000, which is reflected as other income on the accompanying statement of loss for the year ended July 31, 2008.

**Property and Equipment:** Equipment, furniture & fixtures and automobile are carried at cost. Depreciation is principally calculated by the straight-line method for financial reporting purposes based on the estimated useful lives of the assets. For income tax purposes, depreciation is computed using accelerated methods. Depreciation expense for the year ended July 31, 2008 was \$2,685.

Cash Equivalents: For purpose of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. There were no cash equivalents at July 31, 2008.

#### NOTES TO FINANCIAL STATEMENTS - (CONTINUED)

THOMAS M. NIXON & ASSOCIATES, INC.

Year Ended July 31, 2008

**Income Taxes:** For income tax reporting purposes, the Company uses the cash basis method of accounting whereby income is recognized when received and expenses are recognized when paid.

Deferred income tax assets and liabilities are computed annually for differences between the financial statement and tax basis of assets and liabilities that will result in taxable or deductible amounts in the future based on enacted tax laws and rates applicable to the periods in which the differences are expected to affect taxable income. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized. Income tax expense is the tax payable or refundable for the period plus or minus the change during the period in deferred tax assets and liabilities.

#### **NOTE 2 – INCOME TAXES**

The deferred tax asset of \$5,717 at July 31, 2008 was primarily due to the use of the accrual basis for financial statement presentation and the cash basis for tax purposes. Also, the Company has approximately \$7,000 and \$57,000 of net operating loss carryovers for federal and state purposes, respectively, that can be used to offset future income.

#### **NOTE 3 – NET CAPITAL REQUIREMENT**

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. As of July 31, 2008, the Company had net capital of \$18,362, which was \$13,068 more than the required minimum net capital of \$5,294. The ratio of aggregate indebtedness to net capital was 4.33 to 1.

## NOTE 4 - SEC RULE 15c3-3 CUSTOMER PROTECTION - RESERVES AND CUSTODY OF SECURITIES

Thomas M. Nixon & Associates, Inc. does not carry securities accounts for customers or perform custodial functions relating to customer securities. Therefore, the Company is claiming an exemption to SEC Rule 15c3-3 under exemption (k)(2)(i).

#### **NOTE 5 - CONCENTRATIONS**

Approximately 99% of revenue was generated by selling investments in natural gas limited partnerships. Cash deposits at banks did not exceed federally insured limits at July 31, 2008.

NOTES TO FINANCIAL STATEMENTS – (CONTINUED)

THOMAS M. NIXON & ASSOCIATES, INC.

Year Ended July 31, 2008

#### **NOTE 6 – TRANSACTIONS WITH RELATED PARTIES**

The Company rents office space located at 4775 Wallingford Street, Pittsburgh, Pennsylvania from the stockholder under a 5-year operating lease commencing December 1, 2004. The rent for the five-year term, is \$3,110 per month. Office rent expense for the year ended July 31, 2008 was \$37,320. Future minimum lease payments for the years ended July 31, in the aggregate are:

2009 \$ 37,320 2010 <u>12,440</u>

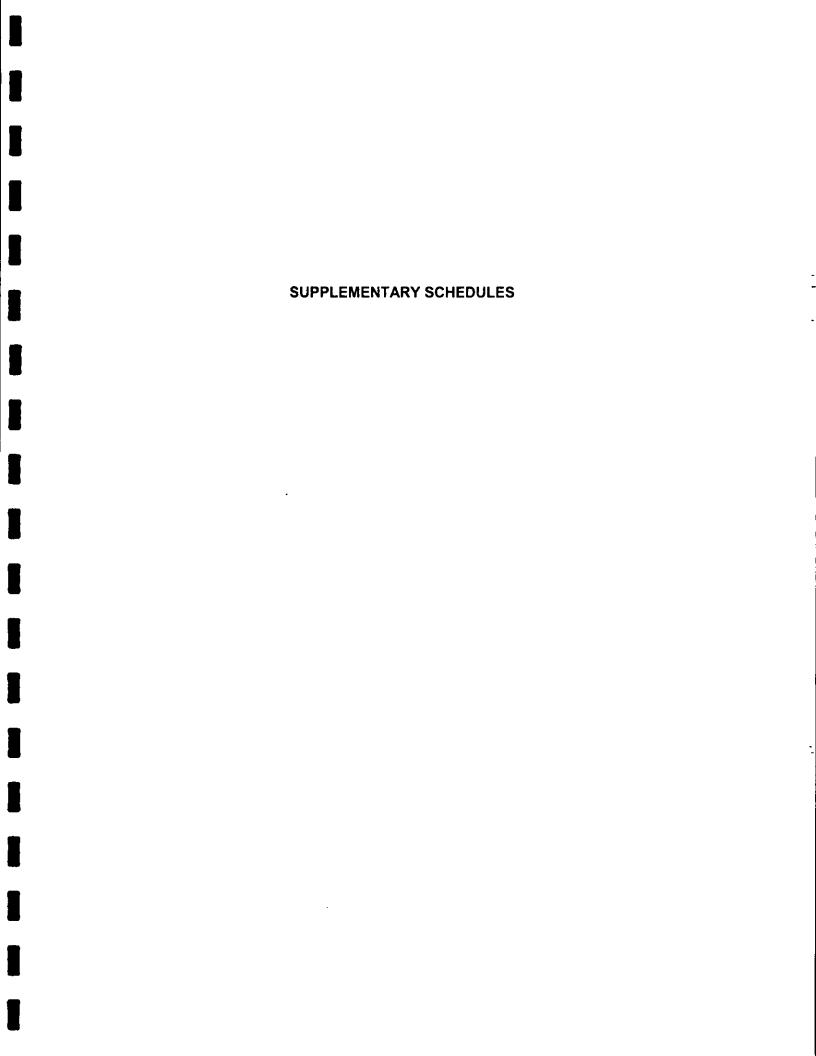
**\$** 49,760

#### **NOTE 7 - EMPLOYEE BENEFIT PLAN**

The Company has a retirement plan under Internal Revenue Code Section 401(k). The plan accepts employee and employer contributions. Employer contributions can not exceed 25% of eligible gross salaries. The employer contributions to the 401(k) plan for the year ended July 31, 2008 were \$31,000.

## NOTE 8 - STATEMENT OF CHANGES IN LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The Company had no liabilities subordinated to the claims of general creditors for 2008; consequently, the financial statements have not presented the Statement of Changes in Liabilities Subordinated to Claims of General Creditors.



SCHEDULE I- COMPUTATION OF AGGREGATE INDEBTEDNESS AND NET CAPITAL IN ACCORDANCE WITH RULE 15c3-1 UNDER THE SECURITIES EXCHANGE ACT OF 1934

THOMAS M. NIXON & ASSOCIATES, INC.

Year ended July 31, 2008

#### **AGGREGATE INDEBTEDNESS**

Accounts payable Accrued payroll taxes and other liabilities	\$ 5,198 <u>74,285</u>
	<u>\$ 79,483</u>
NET CAPITAL	
Stockholder's equity	\$ 59,024
Deductions:	
Commissions receivable (non-allowable portion)	3,731
Prepaid expenses	821
Note receivable	19,500
Deferred income taxes	5,717
Property and equipment, net of accumulated depreciation	7,160
Membership deposit	1,800
Haircut on money market	1,933
	<u>\$ 18,362</u>
CAPITAL REQUIREMENT	
Minimum net capital requirement (greater of \$5,000 or 6-2/3% of	
aggregate indebtedness)	\$ 5,294
Net capital in excess of requirement	<u>13,068</u>
NET CAPITAL AS ABOVE	<u>\$ 18,362</u>

There is approximately \$4,783 difference between this computation of net capital and the corresponding computation prepared by Thomas M. Nixon & Associates, Inc. and included in the unaudited Part II Focus Report filing as of the same date. The difference is primarily due to audit adjustments as follows:

4.33 to 1

RATIO OF AGGREGATE INDEBTEDNESS TO NET CAPITAL

Net capital per unaudited Part II Focus Report filed as of July 31, 2008 Haircut on money market Deferred income taxes Accounts Payable	\$ 23,155 (1,933) 2,338 (5,198)
Audited net capital	\$ 18,362

### SCHEDULE II--SELLING, AND GENERAL AND ADMINISTRATIVE EXPENSES

#### THOMAS M. NIXON & ASSOCIATES, INC.

Year Ended July 31, 2008

SELLING EXPENSES  Commissions Selling Auto Licenses, permits and fees Postage and delivery Quote service Telephone Travel and entertainment	\$ 688,062 624 2,492 16,026 2,696 1,483 6,093 25,057
GENERAL AND ADMINISTRATIVE EXPENSES  Officers salaries Retirement plan contribution Depreciation Dues and subscriptions Equipment rental Professional fees Miscellaneous Office Repairs and maintenance Rent Supplies Payroll taxes Other corporate taxes	\$ 312,500 31,000 2,685 3,208 1,293 65,808 1,492 9,960 13,605 37,320 2,620 11,016 4,431

**\$ 496,938** 



## Independent Auditor's Report on Internal Control Structure Required by Rule 17a-5 of the Securities and Exchange Commission

To The Stockholder Thomas M. Nixon and Associates, Inc.

In planning and performing our audit of the financial statements and supplemental schedules of Thomas M. Nixon and Associates, Inc. (the Company) as of and for the year ended July 31, 2008, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company, including tests of compliance with such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g), in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by rule 17a-13.
- Complying with the requirements for prompt payment for securities under Section 8
  of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve
  System.
- 3. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by rule 15c3-3.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls, and of the practices and procedures referred to in the preceding paragraph, and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use of disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.



Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or a combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at July 31, 2008, to meet the SEC's objectives.

This report is intended solely for the information and use of management, the SEC, the National Association of Securities Dealers, Inc. and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Beard Miller Company LLP

Beard Miller Company LLP Pittsburgh, Pennsylvania September 29, 2008

END